

Message Text

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FM AMEMBASSY MOSCOW
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8157
AMEMBASSY VIENNA

UNCLAS SECTION 1 OF 2 MOSCOW 7766

FOR BEWT/TPD (THOMPSON, ROBB)

VIENNA FOR VONTILLIUS

E. O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: PROPOSED ARRANGEMENTS FOR GEO-MINERAL TSS

REFS: A. USDOC 9733, B. MOSCOW 6683, C. USDOC 8519, D. MOSCOW 344

SUMMARY: FOR REASONS DESCRIBED IN DETAIL BELOW, IT IS
OUR RECOMMENDATION THAT AN EVENT OF THE TYPE UNDER
CONSIDERATION BE LIMITED TO ONLY ONE CITY OUTSIDE OF MOSCOW,
RATHER THAN TWO, AS ORIGINALLY SET FORTH IN REFTEL (D),
PARA 2. IT IS ALSO OUR JUDGMENT THAT THE ADVANCE OFFICER
CONCEPT REMAINS INAPPLICABLE IN SOVIET CONTEXT (REASONS
FOR WHICH ARE REITERATED BELOW) AND THAT AN ALTERNATIVE
APPROACH MAY BE WARRANTED (SEE PARA 11). END SUMMARY.

1. IN REACHING JUDGMENT CONTAINED REFTEL (B), POST
TOOK INTO CONSIDERATION OTHER FACTORS THAN USCO RESOURCES
ALONE. IN REFTEL (D), CONSIDERATION WAS GIVEN TO THIS
EVENT ONLY ON BASIS OF FIRST HAVING GOOD EXPERIENCE WITH
AN EVENT EITHER IN LENINGRAD OR KIEV ON ASSUMPTION THAT
STAGING A TSS IN CITIES IN WHICH WE DO NOT HAVE CONSULATES
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WOULD BE MORE DIFFICULT AND TIME-CONSUMING THAN IN THOSE
CITIES WHERE CONSULATES DO EXIST.

2. UNFORTUNATELY, LENINGRAD S/ME ON CONTAINERS DID NOT
COME OFF AS PLANNED. OUR LACK OF SUCCESS IN ARRANGING IT,
HOWEVER, POINTED TO MAJOR PROBLEMS EVEN WITH CONGEN ASSISTANCE.
SEVERAL MONTHS WERE SPENT IN (A) TRYING TO LOCATE

SPACE THROUGH LOCAL SOVIET CHAMBER, (B) OBTAINING COST FIGURES ON PAVILION RECONFIGURATION (WHICH COULD BE NECESSARY IN OTHER CITIES AS WELL), (C) SCHEDULING AT LEAST SIX MEETINGS WITH LOCAL CHAMBER OFFICIALS BY CONGEN OFFICERS TO REACH EVEN PRELIMINARY DECISIONS, AND (D) MAKING REPEATED TIME-CONSUMING PHONE CALLS TO LENINGRAD EVEN AFTER VISIT WAS MADE BY COMOFF.

3. THE LENINGRAD EXPERIENCE THUS POINTS TO FACT THAT MUCH MORE TIME AND SEVERAL USCO OFFICER/BEWT ADVANCE MAN VISITS MAY BE REQUIRED IN OUTLYING CITIES WHERE WE DO NOT HAVE PERSONNEL PERMANENTLY STATIONED.

4. IN OUR JUDGMENT, BASED ON CONSIDERABLE EXPERIENCE IN DEALING WITH OFTEN LESS-THAN-FORTHCOMING SOVIET ORGANIZATIONS AND OFFICIALS, TWO ADVANCE PEOPLE (IT IS FIRM POST POLICY THAT USG EMPLOYEES ON TDY IN USSR MUST, RPT MUST, TRAVEL IN PAIRS--I.E., BE ACCOMPANIED BY ANOTHER WESTERNER--TO CITIES WHERE WE DO NOT HAVE A CONSULATE OR WHERE THE TRAVELLER IS NOT BEING MET BY A WESTERNER) WOULD HAVE TO MAKE THE FIRST VISIT BETWEEN FIVE AND SIX MONTHS IN ADVANCE FOR PRELIMINARY DISCUSSIONS AND SITE INSPECTION, FOLLOWED BY CONSIDERABLE CORRESPONDENCE AND TELEPHONE CALLS FROM MOSCOW TO CONFIRM ARRANGEMENTS, ANSWER QUESTIONS AND GENERALLY TO KEEP PROJECT ON RAILS. MOREOVER, SPACE RENTAL AGREEMENTS WOULD HAVE TO BE SIGNED AND DOWN-PAYMENTS MADE AT LEAST TWO-THREE MONTHS PRIOR TO EVENT. A SECOND VISIT BY TWO ADVANCE PEOPLE PERHAPS THREE WEEKS PRIOR TO EVENT WOULD AGAIN BE REQUIRED TO FINALIZE

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PLANS, NOT ONLY WITH LOCAL OFFICIALS, HOTELS AND RESTAURANT (FOR RECEPTION), BUT WITH END-USER ORGANIZATIONS SITED IN SELECTED CITY AS WELL. TECHNICAL PAPERS AND COMPANY LITERATURE WOULD ALSO HAVE TO BE SENT IN ADVANCE; WITH INTERNAL MAIL SERVICE TO OUTLYING AREAS WHOLLY UNDEPENDABLE, AN ADDITIONAL TRIP FOR THIS PURPOSE MAY BE NECESSARY, UNLESS EVERYTHING CAN BE COORDINATED BEFOREHAND AND ACCOMPLISHED DURING SECOND VISIT. FINALLY, SEVERAL DAYS BEFORE EVENT TEAM WOULD AGAIN HAVE TO TRAVEL TO SITE TO ENSURE ALL WAS IN ORDER. COMOFF RESPONSIBLE FOR ORGANIZING EVENT WOULD THEN ACCOMPANY FIRMS TO SITE. THUS, WE SEE PLAUSIBLE NEED FOR AS MANY AS THREE TRIPS TO WHICHEVER OUTLYING CITY WE SELECT STRETCHING OVER PERIOD OF FIVE-SIX MONTHS.

5. PROBLEMS ENVISIONED IN ABOVE SCENARIO WOULD BE COMPOUNDED BY INCLUSION OF A SECOND CITY, WHERE, AMONG OTHER COMPLICATIONS, THE TWO ADVANCE PEOPLE WOULD BE REQUIRED TO DEPART FIRST STOP ON ARRIVAL OF FIRMS PARTICIPATING IN TSS

TO GO ON TO SECOND STOP FOR CHECK ON FINAL ARRANGEMENTS.

6. ABOVE MAY SOUND SEVERE AND ACCENTUATING THE NEGATIVE, BUT, IN A SOCIETY WHERE MURPHY'S LAW WORKS OVERTIME, TO ANTICIPATE NEED FOR ANYTHING SHORT OF THE ABOVE WOULD BE TO COURT DISASTER. CONTACTS WITH END-USER ORGANIZATIONS, MOREOVER, HAVE BECOME SLIGHTLY MORE DIFFICULT AND THUS GREATER EFFORT MAY BE NEEDED TO ENSURE THEIR COOPERATION AND SUPPORT.

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TO USDOC WASHDC PRIORITY

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AMEMBASSY VIENNA

UNCLAS SECTION 2 OF 2 MOSCOW 7766

FOR BEWT/TPD (THOMPSON, ROBB)

VIENNA FOR VONTILLIUS

7. PARA 1, REFTEL (A) REFERS TO OUR EXPERIENCE IN TASHKENT. THE SUCCESS OF THIS EFFORT MUST BE PLACE IN CONTEXT SINCE ALL PRIOR ARRANGEMENTS WERE MADE BY USSR CHAMBER FOR AN INTERNATIONAL SPECIALIZED EXHIBIT WHERE USDOC/ BEWT WAS ONLY ONE OF MANY EXHIBITORS. WE CANNOT REALISTICALLY COUNT ON A DUPLICATION OF THESE EFFORTS OR ORGANIZED CHAMBER SUPPORT FOR A SOLO TECHNICAL SALES SEMINAR FROM A SINGLE COUNTRY, ESPECIALLY WHERE, AS IN NOVOSIBIRSK, THERE IS NO LOCAL CHAMBER OFFICE.

8. TRAVEL TO MORE THAN ONE CITY ALSO COMPOUNDS ABOVE PROBLEMS WHEN OPERATING ON A TIGHT SCHEDULE AS AS THAT ENVISIONED IN REFTEL (A) (E.E., MAY 7-20, INCLUDING MOSCOW PORTION). IT HAS BEEN KNOWN TO HAPPEN THAT DOMESTIC FLIGHTS HAVE BEEN DELAYED FOR UP TO SIX HOURS OR LONGER (EVEN IN CLEAR WEATHER) OR CANCELLED FOR NO APPARENT REASON.

9. COST-WISE, TRAVEL BY AN ADVANCE OFFICER FROM U.S. FOR THE PERIODS AND TRIPS NECESSARY WOULD BE TERRIBLY UNECONOMICAL FOR AN EVENT OF THIS SIZE. OUTSIDE OF THESE UNCLASSIFIED

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TRAVEL COSTS, AN EVENT OF THIS NATURE INCORPORATING TWO CITIES OUTSIDE OF MOSCOW IN ITS ITINERARY IS CONSERVATIVELY ESTIMATED AT U.S. DOLLARS 10,000. IF PAVILION RECONFIGURATION AT EITHER SITE IS NECESSARY, THIS FIGURE COULD INCREASE DRAMATICALLY, AS EXPERIENCED DURING PLANNING FOR LENINGRAD PORTION OF CONTAINER S/ME.

10. AGAIN, WE DO NOT BELIEVE USCO COULD SPARE THE STAFF AND TIME REQUIRED FOR ALL THE PREPARATORY WORK PRIOR TO ARRIVAL OF ADVANCE OFFICER WITHOUT SERIOUSLY JEOPARDIZING OTHER PROGRAMS (THE JANUARY EVENT, ALSO PLANNED FOR LENINGRAD; THE APRIL EVENT; AND STANKI II WILL BE THE RESPONSIBILITY OF THE USCO OFFICER HANDLING GEO/MIN.) WE REMAIN CONVINCED THAT AN ADVANCE OFFICER FROM WASHINGTON EIGHT WEEKS PRIOR TO TSS WOULD BE NO REAL SOLUTION IN SOVIET CONTEXT AND PROVIDE ONLY MINIMAL ASSISTANCE AND SUPPORT SINCE PRIMARY WORK NEEDS TO BE ACCOMPLISHED EARLIER.

11. RECOMMENDATION: IF EVENT OUTSIDE MOSCOW STILL CONSIDERED TO BE NECESSARY AND--MOST IMPORTANT--COST BENEFICIAL, WE SUGGEST THAT ONLY ONE UTLYING CITY BE INCLUDED IN GEO-MINERAL TSS ITINERARY AS ORIGINALLY RECOMMENDED IN PARA 2, REFTEL (D). IF THIS DECISION IS MADE, WE WOULD RECOMMEND HIRING UNDER CONTRACT A U.S. CITIZEN IN-COUNTRY WHO SPEAKS RUSSIAN, HAS TRAVELLED EXTENSIVELY IN THE USSR, HAS KNOWLEDGE OF EXHIBITS, AND WHO CAN TRAVEL TO SITE ON SEVERAL DAYS NOTICE WITH ONE OF MANY FRIENDS IN MOSCOW. WE HAVE IN MIND AN INDIVIDUAL WHO FITS THIS DESCRIPTION AND WHO MAY BE AVAILABLE FOR THE NECESSARY PERIOD.

12. UNLESS DECISION REACHED ON BASIS OF PARA 11 ABOVE, POST STILL STANDS BY JUDGMENT CONTAINED REFTEL (B). MATLOCK

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